

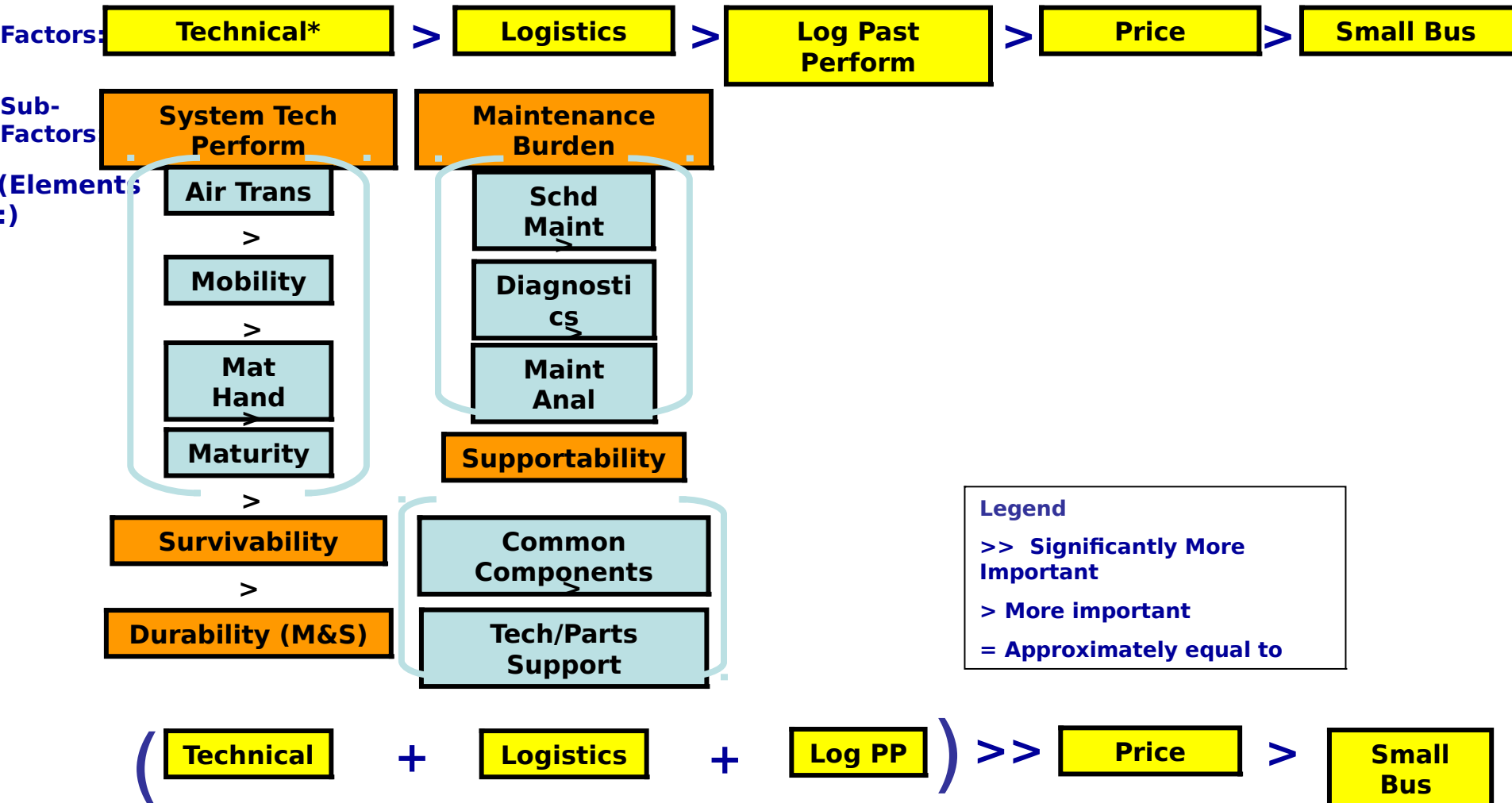


Proposal Submission and Selection Criteria



ATLAS II

EVALUATION CRITERIA



NOTE: Proposal includes a Demonstration Test Vehicle delivered to APG, used to validate proposals



Proposal Submission and Evaluation Criteria

Technical Factor #1

TARDEC:

Steve Binkowski

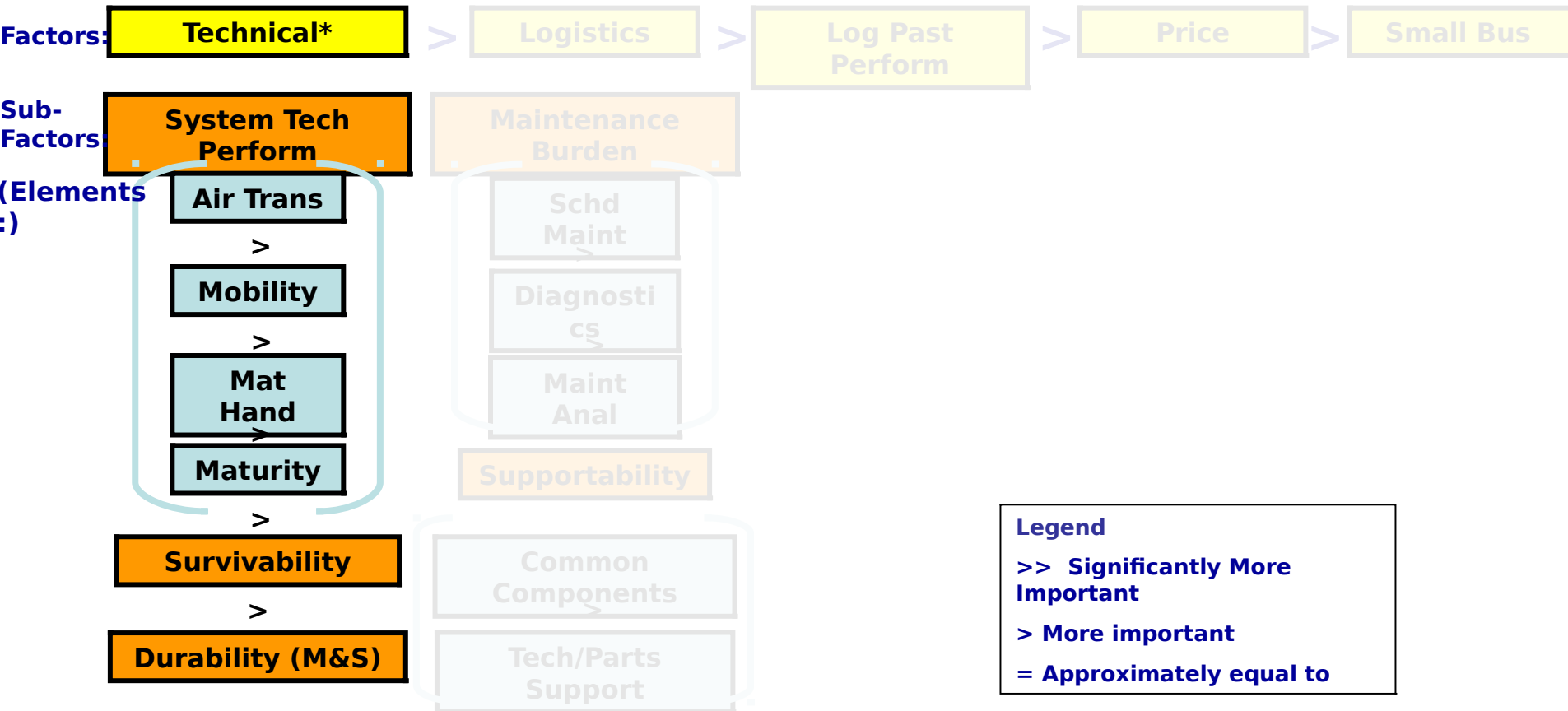
Rolland Riley

Anna Wojciechowski



ATLAS II

EVALUATION CRITERIA



NOTE: Proposal includes a Demonstration Test Vehicle delivered to APG, used to validate proposals



Technical Proposal Information

- The Army requires Atlas II vehicle proposal to include, in addition to the written proposal, one Demonstration Vehicle that will be used to verify , where necessary, data provided in the paper proposal. The Government will verify technical capabilities, including:
 - System Technical Performance
 - Air Transportability
 - Mobility
 - Material Handling
 - System Maturity
 - Survivability
 - Durability
- The offeror shall clearly identify in writing the differences between the vehicle offered to meet the requirements of the contract and the Demonstration Vehicle provided as part of the proposal.



TECHNICAL - Continued

- Offerors shall clearly establish conformance with technical requirements in the PD through the data and information which they submit with their proposal.
- Supporting documentation shall be clear and demonstrate an understanding of the overall requirements.



EVALUATION CRITERIA

Desired Technical Requirements

- Under technical factors, the Government will give credit for performance beyond the required up to the desired capability. The offeror shall identify in writing any performance proposed for the offered ATLAS II beyond the required levels.

<u>Element</u>	<u>PD Paragraph</u>	<u>Requirements</u>	<u>Required</u>	<u>Desired</u>
Air Transportability	3.5.1 and 3.5.1.1	Preparation for Air* Weight of vehicle Vehicle dimensions	1 hour 33,500 lbs 102 inch high 96 inch wide	0 hours 29,000 lbs
Material Handling	3.3 and 3.3.20.3	Visibility for seated operator Load/unload with container on ground or on M871/ M872	173 degrees 20 foot container	360 degrees 40 foot container
Mobility	3.3.14.3	Fuel economy	2.5 gal/hr	1.9 gal/hr



EVALUATION CRITERIA

Desired Technical Requirements - Continued

- * Air Transportability on C-130, with 1 hour of preparation allowed, is required. The ability to drive/roll-on/off of C-130 with no disassembly for unpaved runway landing is desired.
- Credit will not be given for exceeding the desired performance requirements, although proposed capabilities beyond the desired level of performance may reduce the assessed risk in meeting the specified capabilities. For example, if an offeror proposes to achieve a reach of 45 feet (vs. a desired requirement of 40 feet), the proposal will be evaluated only against the desired requirement of 40 feet. However, the demonstrated ability to reach 45 feet will reduce the risk of meeting the 40 feet requirement.



EVALUATION CRITERIA

Demonstration Vehicle (DV)

- The Government will evaluate the **Demonstration Vehicle (DV)** in addition to your written proposal. The Demonstration Vehicle (DV) needs to be delivered no later than 15 days after the proposal closing date. The vehicle shall be your proposed ATLAS II or the commercial model that you are proposing to modify to meet ATLAS II Purchase Description (PD) requirement. The DV will be used to verify, where necessary, data provided in the paper proposals and assess levels of risk associated with meeting critical ATLAS II performance requirements. The Government intends to use the DV to verify technical capabilities, including transportability, material handling and mobility, and logistics support capabilities identified in your paper proposal. Offerors shall identify in writing the extent to which the submitted DV will be able to demonstrate compliance with the requirements of the RFP. The DV may also be run on the Durability Course (PD Figure A-2) to validate the data provided by Modeling and Simulation of endurance capabilities.



Demonstration Vehicle Pre-delivery Requirements

In order to ensure the vehicles are safe to test to the performance requirements specified in the RFP, it is required that the demonstration vehicle meet certain basic design requirements. The contractor will provide data that conclusively demonstrates that the demonstration vehicle meets the following:

TEST	TEST PARAGRAPH
a) Forklift structure	4.1.8
b) ROPS and FOPS *	4.3.20.1
c) Boom overload strength	4.3.11.7
d) Carriage and fork overload	4.3.12.5
e) ITSDF B56.6 Stability testing	4.3.2

Offerors who are assessed as failing to conclusively demonstrate to the satisfaction of the Government that the DV is safe to test against the RFP requirements, will have the submitted DV returned without any demonstration and its proposal rejected.



PROPOSAL SUBMISSION REQUIREMENTS

Factor 1: Technical : Sub-Factor 1: System Technical
Performance

Element 1: Air Transportability

REQUIRED WRITTEN SUBMISSION:

The Army desires ATLAS II to be C-130 air transportable in forklift's operational configuration (Drive-on/Drive-off) without disassembly.

- Describe how the offered ATLAS II will meet the specific air transportability requirements of the PD, as well as its ability to meet the desired performance.
- Provide at a minimum:
 - ✓ Operating height
 - ✓ Reduced height, if applicable
 - ✓ Width, length, weight and weight per axle
 - ✓ Reducibility and carriage transport in terms of time/number of soldiers and tools, equipment, with lift assets required
- If disassembly is necessary, provide a written procedure and total time required.



EVALUATION CRITERIA

Factor 1: Technical; Sub-Factor1: System Technical Performance

Element 1: Air Transportability (Continued)

EVALUATION CRITERIA:

- The Government will evaluate the probability that the offered ATLAS II will meet the transportability requirement of the PD up to the desired transportability requirement.
- An excellent proposal must include performance meeting the desired performance requirement.



PROPOSAL SUBMISSION REQUIREMENTS & EVALUATION CRITERIA

Factor 1: Technical; Sub-Factor 1: System Technical Performance

Element 2: Mobility

REQUIRED WRITTEN SUBMISSION:

Describe how the offered ATLAS meets the mobility requirements of the PD and any desired characteristics.

- Address as a minimum:
 - Drive train performance
 - Operating requirements

EVALUATION CRITERIA:

- The Government will evaluate the probability that the offered ATLAS will meet the mobility requirement of the PD up to the desired mobility requirement.
- An excellent proposal must include performance meeting the desired performance requirement.



PROPOSAL SUBMISSION REQUIREMENTS & EVALUATION CRITERIA

Factor 1: Technical; Sub-Factor 1: System Technical Performance

Element 3: Material Handling

REQUIRED WRITTEN SUBMISSION:

Describe how the offered ATLAS meets the material handling requirements of the PD and any desired characteristics.

- Address as a minimum:
 - Fork reach
 - Fork carriage interchange
 - Visibility

EVALUATION CRITERIA:

- The Government will evaluate the probability that the offered ATLAS will meet the material handling requirement of the PD up to the desired material handling requirement.
- An excellent proposal must include performance meeting the desired performance requirement.



PROPOSAL SUBMISSION REQUIREMENTS

Factor 1: Technical; Sub-Factor1: System Technical Performance

Element 4: System Maturity

REQUIRED WRITTEN SUBMISSION:

- Describe the extent to which your proposed vehicle system, as it currently exists, meets the air transportability, mobility and material handling requirements
- If a prototype or a production model exists, provide any test data that demonstrates conformance of the vehicle system to the requirements above.
- If your proposed vehicle system does not currently exist, describe the modifications necessary to meet the requirements above.
 - Subsystems that will be integrated to meet the requirements above
 - Provide test data at the highest level of integration required to meet the requirements above
 - Provide information that supports the overall approach on the engineering design and integration of these subsystems into a vehicle that meets the requirements above



PROPOSAL EVALUATION CRITERIA

Factor 1: Technical; Sub-Factor 1: System Technical Performance

Element 4: System Maturity (Continued)

EVALUATION CRITERIA:

- Government will evaluate the probability that the proposed vehicle, based upon the demonstrated system maturity will successfully meet the PD requirements.
- An existing configuration with few or no design changes and has been credibly demonstrated will generally be considered very low risk.



PROPOSAL SUBMISSION REQUIREMENTS & EVALUATION CRITERIA

Factor 1: Technical; Sub-Factor 2: Survivability

REQUIRED WRITTEN SUBMISSION:

- Provide your design approach to meeting the crew protection requirements in the PD. Include sketches, engineer drawings and design details.
- Provide an analysis of the impact of the Crew Protection Kit (CPK) on your ATLAS II
 - Weight
 - Performance Degradation
 - Maintainability Impact
 - Time, procedures and tools to install and remove the CPK

EVALUATION CRITERIA:

- Government will evaluate the probability that the proposed vehicle will successfully meet the PD CPK requirements with minimal degradation in mission critical areas.
- Government will simulate performance by adding the projected CPK weight to the demonstration vehicle during selected performance and endurance tests.
- Government will evaluate simplicity of installation in terms of times



PROPOSAL SUBMISSION REQUIREMENTS

Factor 1, Subfactor 3:: Modeling and Simulation(M&S) Durability and Endurance Analysis

REQUIRED WRITTEN SUBMISSION:

- Describe how critical components (boom and carriage) will meet the durability requirement.
- Provide third party test data or M&S data
- The data generated from limited Durability testing on the Demonstration Vehicle will be used by the Government to verify the Modeling and Simulation data provided in the written proposal.
- The acceptable Finite Element Model formats are; I-DEAS, NASTRAN, ABAQUS, LS-DYNA, or ANSYS.

EVALUATION CRITERIA:

- Government will evaluate the probability that the proposed vehicle will meet the endurance requirement of the PD.
- The Demonstration Vehicle will be instrumented during testing to verify the modeling and simulation data.
- A proposal based on actual conduct of endurance testing, and verified by an independent third party will be considered very low risk.



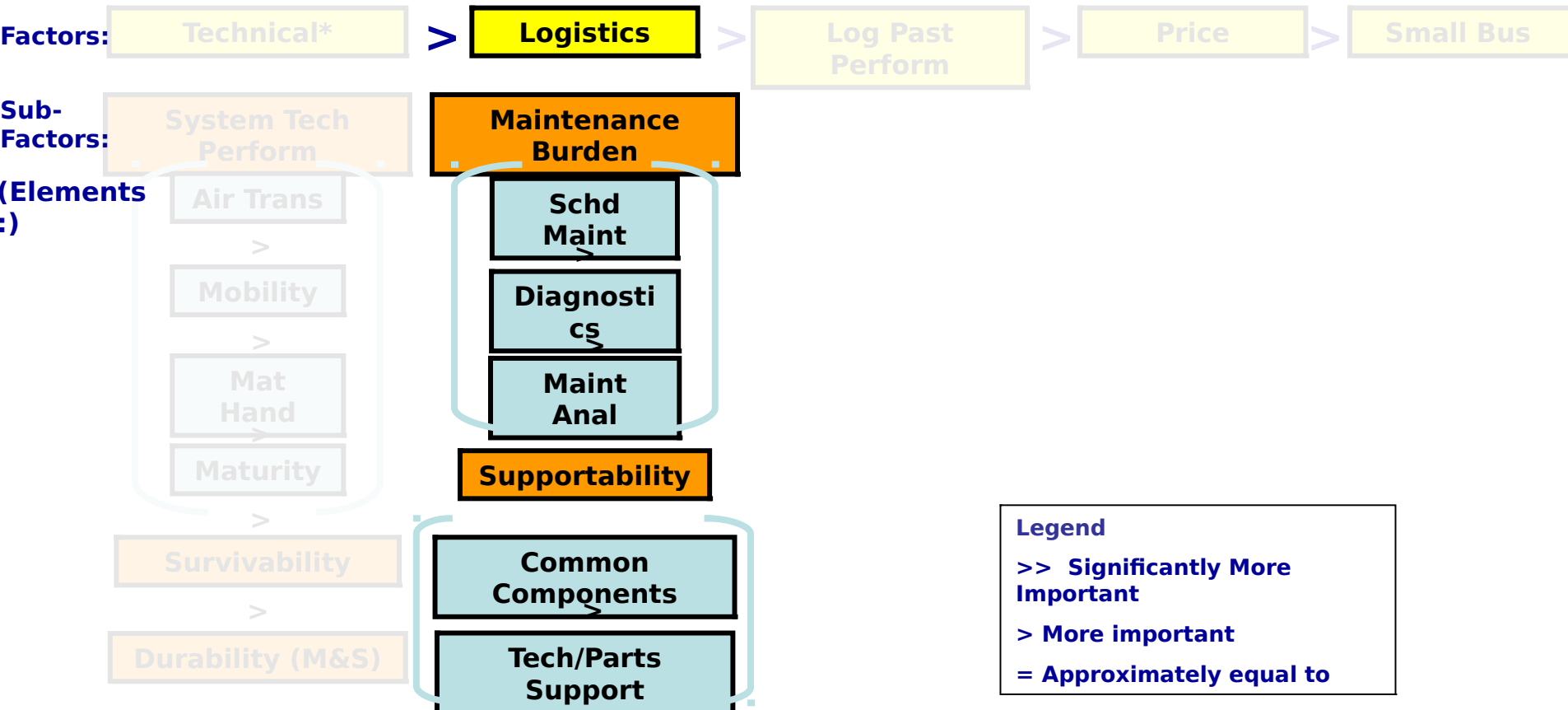
Proposal Submission and Selection Criteria

Logistics Factor #2

James Adams

ATLAS II

EVALUATION CRITERIA



NOTE: Proposal includes a Demonstration Test Vehicle delivered to APG, used to validate proposals



PROPOSAL SUBMISSION REQUIREMENTS

Factor 2: Logistics; Subfactor 1: Maintenance Burden

- The Army requires a ATLAS II vehicle that minimizes the maintenance burden on the soldier.
- Maintenance Burden consists of the following:
 - Schedule Maintenance
 - Diagnostics
 - Maintainability Analysis

Note: The DV vehicle will be used to validate written proposals



PROPOSAL SUBMISSION REQUIREMENTS & EVALUATION CRITERIA

Factor 2: Logistics; Subfactor 1: Maintenance Burden

SUBMISSION RQMT:

ELEMENT 1 : Scheduled Maintenance (based on 2000 hrs of operation)

- Maintenance tasks as required by Attachment 16 (Scheduled Maintenance Tasks)
 - Identify all parts (qty & cost), Man-hours required for each task , service intervals
 - Identify any additional tasks that are required but not listed on Attachment 16

EVALUATION CRITERIA:

- Government desires an ATLAS II vehicle that requires lower scheduled maintenance than the ATLAS I



PROPOSAL SUBMISSION REQUIREMENTS & EVALUATION CRITERIA

Factor 2: Logistics; Subfactor 1: Maintenance Burden

SUBMISSION RQMT:

ELEMENT 2 : Diagnostics

- Describe the diagnostics/prognostics (Embedded e.g. BIT/BITE) available in your offered ATLAS II

EVALUATION CRITERIA:

- Government desires:
 - An ATLAS II vehicle with the embedded capability to diagnose the mission essential fault conditions and reduce the use of external test equipment
 - ATLAS II offering completely embedded diagnostic capability to diagnose the 3 major vehicle subsystems (Engine, transmission, hydraulics) & provide some prognostics



PROPOSAL SUBMISSION REQUIREMENTS & EVALUATION CRITERIA

Factor 2: Logistics; Subfactor 1: Maintenance Burden

SUBMISSION RQMT:

ELEMENT 3: Maintainability Analysis

- Provide narrative technical instructions for removal and replacement of Engine & Transmission; including all preparation & maintenance times and common special tools required (Ref: Attachment 23 ATLAS)

EVALUATION CRITERIA:

- Government desires:
 - A vehicle designed for ease of removal and replacement of Engine & Transmission; reduced Removal & Replacement (R&R) with no special tools



PROPOSAL SUBMISSION REQUIREMENTS

Factor 2: Logistics; Subfactor 2: Supportability

- The Army requires supportability for the ATLAS II system. The Army conducts operations in areas of the world with austere and little or no host nation support. The Government desires a vehicle with common components currently in the Army supply system and with a global network to supplement its organic support capabilities.
- Supportability consists of the following:
 - Commonality of Components
 - Parts and Technical Service Support



PROPOSAL SUBMISSION REQUIREMENTS & EVALUATION CRITERIA

Factor 2: Logistics; Subfactor 2: Supportability

SUBMISSION RQMT:

ELEMENT 1: Commonality of Components

- Identify the extent to which the engine, transmission, front & rear axles of your offered ATLAS II also support other military systems and identify those systems which your selected components are supporting
- If introducing new components...explain the benefits that would offset the increase to the Logistics burden

EVALUATION CRITERIA:

- Government desires a vehicle that would minimize burden to the Logistics system
- Benefits of new items (e.g. increased reliability, enhanced performance, and reduced costs) will be considered



PROPOSAL SUBMISSION REQUIREMENTS & EVALUATION CRITERIA

Factor 2: Logistics; Subfactor 2: Supportability

SUBMISSION RQMT:

ELEMENT 2: Parts Support and Technical Service Support

- Describe your global part and technical service support system for locations identified in L.3.2.2.1
- If applicable, identify dealer networks with trained personnel already in place vs. proposed/planned

EVALUATION CRITERIA:

- Government desires an established global supply system which is credible & can provide timely parts and technical service support to the ATLAS II vehicles in the locations identified in L.3.2.2.1



Proposal Submission and Selection Criteria

Logistics Past Performance Factor #3

Jeanne Checksanchez



Subfactor 3: LOGISTICS PAST PERFORMANCE

SUBMISSION RQMT:

- Offerors must:
 - Describe and identify who will perform logistics effort. Descriptions may include key personnel, predecessor companies and contracting references.
 - Identify no more than 7 recent/relevant contracts performed within 3 years prior to the date the solicitation was issued.
 - Send the questionnaire for those contracts identified to appropriate PCO, COR or technical or contracting point of contact. Submission is required 5 days before solicitation closing date.
 - Prepare and Submit to the Contract Specialist (within 22 days of closing of RFP) a list of reference to which the questionnaire was sent.
 - The Government does not assume the duty to search for data or cure problems found in the proposal.



Subfactor 3: LOGISTICS PAST PERFORMANCE

Evaluation Criteria:

- Assessment will be made based on logistics contractors current and past record of relevant performance in the past 3 years.
- Assessment will be made on Technical conformance, Schedule, and Business Relations
- No relevant/recent experience will be rated as unknown risk
- Government may evaluate based on other internal sources or private source information.
- Significant problems or lack of data in any element of the work may become an important consideration in the Source Selection Process
- Evaluated against original delivery schedule and general trends.



Proposal Submission and Selection Criteria

Price Factor #4

Chris Scalise



PRICE PROPOSAL SUBMISSION REQUIREMENTS

- Provide all proposed prices in the Attachment 14 (Proposed Prices and Total Evaluated Price Spreadsheet).
 - When an offeror electronically enters all proposed unit prices on Attachment 14, using Microsoft Excel, the total evaluated price is automatically calculated (and shown) in that electronic file.
 - With its offer, the offeror shall include this completed electronic version of Attachment 14, in Microsoft Excel, with all the original formulas still embedded in the file.
 - This spreadsheet includes all CLINs.
 - The Price Volume shall include all information requested in L.5.2.2.
 - All amounts in Attachment 14 in the Price Volume shall be in U.S. dollars.
- To aid in the Government's evaluation of price reasonableness, the offeror shall provide the following information in the Price Volume of the proposal:
 - a. State the exchange rate (if applicable) being used to convert any currency to U.S. dollars.
 - b. Break down the proposed unit price per vehicle into the following dollar amounts:
 - Reference section L.5.2.2. in the solicitation for break down.



PRICE PROPOSAL SUBMISSION REQUIREMENTS

- For ALL CLINs, break down each proposed unit price per vehicle into the following dollar amounts:
 - Net price for base commercial vehicle
 - Price for diagnostic software, if procured, for each vehicle
 - Price for Government-unique requirements
 - Total unit price per vehicle (sum of the above)



PRICE EVALUATION CRITERIA

- The Price Factor evaluation will consider the total evaluated price.
 - The assessment of total evaluated price will include an assessment of the reasonableness of the proposed prices.
 - A price is considered reasonable if that price does not exceed what would be incurred by a prudent person in the conduct of competitive business.
- The total evaluated price amount will be used in the trade-off evaluation
 - The total evaluated price amount shall include all CLINs.
 - The total evaluated price amount for an Offeror shall use (for evaluation purposes only) the quantities on Attachment 14, and shall be calculated per Attachment 14.



Proposal Submission and Selection Criteria

Small Business Participation Factor #5

Sylvia Owens



PROPOSAL SUBMISSION REQUIREMENTS

Factor 5: SMALL BUSINESS PARTICIPATION

This provision applies to every offeror, regardless of size status or location of its Facility or headquarters.

- All offerors are to identify the extent to which U.S. small business concerns would be utilized as first-tier subcontractors in the performance of the proposed contract.
- All offerors are to provide a description of their performance in complying with the requirements of FAR 52.219-9, including documentation of their accomplishment of the goals established under Subcontracting Plans of prior contracts. This data shall include contracts performed over the last three (3) calendar years. Firms that have not held a contract incorporating FAR 52.219-9, shall so state.
- All offerors shall substantiate their proposed approach to meeting the requirement of FAR 52.219-8. Substantiation may include providing:
 - a description of the offerors performance, over the past three calendar years, in complying with the requirements of FAR 52.219-8;
 - a description and available documentation of any methods or techniques used to promote small business participation;
 - any listings of U.S. small business concerns who are subcontracting candidates;
 - internal procedures used to monitor small business participation during contract



EVALUATION CRITERIA

Factor 5: SMALL BUSINESS PARTICIPATION

- The Government will evaluate the extent of small business concern participation in terms of total subcontracted dollars that the offeror credibly proposes to subcontract to U.S. small business concerns. The evaluation will include the following:
 - The extent to which the proposal identifies participation of U.S. small business concerns
 - The extent of participation of such concerns will be evaluated in terms of the percentage of the total subcontract amount
 - The complexity of the items/services to be furnished by U.S. small business concerns
 - An assessment of the probability that the offeror will achieve the levels of Small Business Participation identified in the proposal. This assessment will be based upon both a proposal risk assessment of the offerors proposed Small Business Participation approach and a performance risk assessment of prior achievements (past performance) in satisfying commitments and requirements under FAR 52.219-8/9.
- Offerors are advised that they will be evaluated, under the Small Business Participation Area, based upon the risk, and extent, of the offeror credibly achieving the government's goals for U.S. small business concern participation, which include:
 - U.S. small business concern participation of 23% or more,
 - U.S. disadvantaged business concern participation of 5% or more; and
 - U.S. small business concern participation of 5% or more; and